

Old #	Standard	ACADEMIC		
		AA		SPEAKING AND LISTENING
AA008	Demonstrate understanding of basic interpersonal communication (listening, written, oral, etc)	AA	1	Utilize effective verbal and non-verbal communication skills
ED006	Select appropriate communication methods			
AA014	Organize and deliver a persuasive oral presentation	AA	2	Participate in conversation, discussion, and group presentations
AA015	Demonstrate proper speaking and presentation characteristics			
AA009	Implement new process steps given oral instructions	AA	3	Communicate and follow directions/procedures
EA011	Follow directions and procedures			
ED002	Interpret and clarify directions prepared by others			
ED003	Communicate with customers	AA	4	Communicate effectively with customers and co-workers
		AB		READING AND WRITING
		AB	1	Locate and interpret written information
AA001	Read and process information and follow instructions	AB	2	Read and interpret workplace documents
AA002	Read material and describe concepts			
		AB	3	Identify relevant details, facts, and specifications
AA005	Write with accuracy, brevity, and clarity	AB	4	Record information accurately and completely
AA004	Use correct spelling, grammar, and punctuation	AB	5	Demonstrate competence in organizing, writing, and editing using correct vocabulary, spelling, grammar, and punctuation
ED001	Organize materials with a logical flow			

ED005	Write steps of an occupational process using sentences and statements as appropriate			
		AB	6	Demonstrate the ability to write clearly and concisely using industry specific terminology
		AC		CRITICAL THINKING AND PROBLEM SOLVING
		AC	1	Utilize critical-thinking skills to determine best options/outcomes (e.g., analyze reliable/unreliable sources of information, use previous experience, implement crisis management, develop contingency planning)
EE002	Apply a system of problem solving	AC	2	Utilize innovation and problem-solving skills to arrive at the best solution for current situation
		AC	3	Implement effective decision-making skills
		AD		MATHEMATICS
AB001	Add, subtract, multiply, and divide four-digit numbers with/without the use of a calculator	AD	1	Perform basic and higher level math operations (e.g., addition, subtraction, multiplication, division, decimals, fractions, units of conversion, averaging, percentage, proportion, ratios)
AB003	Apply basic math functions to solve problems			
AB008	Calculate with percents, rate, ratios, and proportions with the use of a calculator			
OF001	Utilize basic units of distance, dry and liquid measurements			
AB004	Convert between US and metric measurement systems	AD	2	Solve problems using measurement skills (e.g., distance, weight, area, volume)
AB005	Convert fractional measurement to decimal measurement			
AB006	Compute within measurement systems			
AB007	Document results of measurement activities and calculations			

AB011	Compute calculated measurements			
AB009	Same Verbiage	AD	3	Make reasonable estimates
		AD	4	Use tables, graphs, diagrams, and charts to obtain or convey information
		AD	5	Use deductive reasoning and problem-solving in mathematics
		AE		FINANCIAL LITERACY
		AE	1	Locate, evaluate, and apply personal financial information
		AE	2	Identify the components of a budget and how one is created
		AE	3	Set personal financial goals and develop a plan for achieving them
		AE	4	Use financial services effectively
		AE	5	Demonstrate ability to meet financial obligations
		AF		INTERNET USE AND SECURITY
		AF	1	Recognize the potential risks associated with Internet use
		AF	2	Identify and apply Internet security practices (e.g., password security, login, logout, log off, lock computer)
		AF	3	Practice safe, legal, and responsible use of technology in the workplace
		AG		INFORMATION TECHNOLOGY
AA007	Posses basic computer keyboarding skills	AG	1	Use technology appropriately to enhance professional presentations
AA019	Demonstrate use of an industry-accepted word processing software package			
		AG	2	Demonstrate effective and appropriate use of social media
		AG	3	Identify ways social media can be used as marketing, advertising, and data gathering tools
		AH		TELECOMMUNICATIONS
EC004	Maintain computer records	AH	1	Select and use appropriate devices, services, and applications to complete workplace tasks
		AH	2	Demonstrate appropriate etiquette when using e-communications (e.g., cell phone, e-mail, personal digital assistants, online meetings, conference calls)
		EMPLOYABILITY		
		EA		POSITIVE WORK ETHIC
EA003	Demonstrate enthusiasm and confidence about work and learning new tasks	EA	1	Demonstrate enthusiasm and confidence about work and learning new tasks

EA001	Demonstrate consistently punctual arrival	EA	2	Demonstrate consistent and punctual attendance
EA002	Document regular attendance			
		EA	3	Demonstrate initiative in assuming tasks
		EA	4	Exhibit dependability in the workplace
EA011	Follow directions and procedures	EA	5	Take and provide direction in the workplace
		EA	6	Accept responsibility for personal decisions and actions
		EB		INTEGRITY
		EB	1	Abide by workplace policies and procedures
		EB	2	Demonstrate honesty and reliability
EB003	Identify good ethical characteristics and behaviors	EB	3	Demonstrate ethical characteristics and behaviors
EB004	Differentiate between good and poor business ethics			
EB008	Maintain confidentiality and sensitivity of company information	EB	4	Maintain confidentiality and integrity of sensitive company information
		EB	5	Demonstrate loyalty to the company
		EC		SELF-REPRESENTATION
EA004	Demonstrate appropriate dress and hygiene for successful employment	EC	1	Demonstrate appropriate dress and hygiene in the workplace
		EC	2	Use language and manners suitable for the workplace
EA005	Demonstrate the ability to act in a polite and respectful way towards co-workers	EC	3	Demonstrate polite and respectful behavior toward others
EB005	Match employee responsibilities to employer expectations	EC	4	Demonstrate personal accountability in the workplace
		EC	5	Demonstrate pride in work
		ED		TIME, TASK, AND RESOURCE MANAGEMENT
EC001	Plan and manage work schedules	ED	1	Plan and follow a work schedule

EA013	Same Verbiage	ED	2	Work with minimal supervision
EC002	Maintain receipts and disbursements records	ED	3	Work within budgetary constraints
EA006	Demonstrate the ability to complete tasks on time and accurately	ED	4	Demonstrate ability to stay on task to produce high quality deliverables on time
		EE		DIVERSITY AWARENESS
EB002	Identify the characteristics of a diverse workforce	EE	1	Recognize diversity, discrimination, harassment, and equity
EB006	Define discrimination, harassment and equity			
EB007	Demonstrate non-discriminatory behavior			
		EE	2	Work well with all customers and co-workers
		EE	3	Explain the benefits of diversity within the workplace
		EE	4	Explain the importance of respect for feelings, values, and beliefs of others
		EE	5	Identify strategies to bridge cultural/generational differences and use differing perspectives to increase overall quality of work
		EE	6	Illustrate techniques for eliminating gender bias and stereotyping in the workplace
		EE	7	Identify ways tasks can be structured to accommodate the diverse needs of workers
		EE	8	Recognize the challenges and advantages of a global workforce
		EF		TEAMWORK
AA011	Contrast the roles of a team with the role of an individual	EF	1	Recognize the characteristics of a team environment and conventional workplace
AA013	Demonstrate productive relationships within the work group			
EB001	Recognize the difference between a team environment workplace and a conventional workplace			
ED004	Understand team concepts			
ED008	Identify components of group dynamics			

AA012	Perform techniques used as a team leader	EF	2	Contribute to the success of the team
AA010	Demonstrate the characteristics of a team player	EF	3	Demonstrate effective team skills and evaluate their importance in the workplace (e.g., setting goals, listening, following directions, questioning, dividing work)
		EG		CREATIVITY AND RESOURCEFULNESS
		EG	1	Contribute new ideas
		EG	2	Stimulate ideas by posing questions
		EG	3	Value varying ideas and opinions
		EG	4	Locate and verify information
		EH		CONFLICT RESOLUTION
AA006	Demonstrate knowledge of conflict resolution techniques	EH	1	Identify conflict resolution skills to enhance productivity and improve workplace relationships
		EH	2	Implement conflict resolution strategies and problem-solving skills
		EH	3	Explain the use of documentation and its role as a component of conflict resolution
		EI		CUSTOMER/CLIENT SERVICE
		EI	1	Recognize the importance of and demonstrate how to properly acknowledge customers/clients
EC005	Identify possible actions that may lead to customer dissatisfaction	EI	2	Identify and address needs of customers/clients
EC008	Identify possible actions that may be used to correct customer dissatisfaction			
		EI	3	Provide helpful, courteous, and knowledgeable service
ED003	Communicate with customers	EI	4	Identify appropriate channels of communication with customers/clients (e.g., phone call, face-to-face, e-mail, website)
		EI	5	Identify techniques to seek and use customer/client feedback to improve company services
EC006	Identify the ways that the level of customer satisfaction may affect company success	EI	6	Recognize the relationship between customer/client satisfaction and company success
		EJ		ORGANIZATIONS, SYSTEMS, AND CLIMATES
AA017	Identify the organizational need for profit	EJ	1	Define profit and evaluate the cost of conducting business

EC009	Explain the effect of quality on profit			
EC007	Explain the importance of a business reputation	EJ	2	Identify "big picture" issues in conducting business
		EJ	3	Identify role in fulfilling the mission of the workplace
OG001	Develop an understanding of related legal, financial, and labor issues	EJ	4	Identify the rights of workers (e.g., adult and child labor laws and other equal employment opportunity laws)
		EJ	5	Recognize the chain of command, organizational flow chart system, and hierarchy of management within an organization
		EK		JOB ACQUISITION AND ADVANCEMENT
EA007	Demonstrate the ability to make career decisions	EK	1	Recognize the importance of maintaining a job and pursuing a career
		EK	2	Define jobs associated with a specific career path or profession
		EK	3	Identify and seek various job opportunities (e.g., volunteerism, internships, co-op, part-time/full-time employment)
EA008	Prepare a resume and letter of application or interest	EK	4	Prepare a resume, letter of application, and job application
EA009	Complete an application for employment			
		EK	5	Prepare for a job interview (e.g., research company, highlight personal strengths, prepare questions, set-up a mock interview, dress appropriately)
EA010	Participate in an employment interview	EK	6	Participate in a job interview
		EK	7	Explain the proper procedure for leaving a job
		EL		LIFELONG LEARNING
		EL	1	Acquire current and emerging industry-related information
		EL	2	Demonstrate commitment to learning as a life-long process and recognize learning opportunities
		EL	3	Seek and capitalize on self-improvement opportunities
		EL	4	Discuss the importance of flexible career planning and career self-management
AA016	Demonstrate basic leadership skills	EL	5	Employ leadership skills to achieve workplace objectives (e.g., personal vision, adaptability, change, shared vision)
		EL	6	Recognize the importance of job performance evaluation and coaching as it relates to career advancement
EA012	Accept constructive criticism	EL	7	Accept and provide constructive criticism
		EL	8	Describe the impact of the global economy on jobs and careers

		EM		JOB SPECIFIC TECHNOLOGIES
		EM	1	Identify the value of new technologies and their impact on driving continuous change and the need for life-long learning
		EM	2	Research and identify emerging technologies for specific careers
		EM	3	Select appropriate technological resources to accomplish work
		EN		HEALTH AND SAFETY
OJ005	Identify methods of preventing accidents in the workplace	EN	1	Assume responsibility for safety of self and others
OJ006	Assume responsibility for the personal safety of self and others			
OJ002	Identify and follow emergency, safety and health rules/procedures	EN	2	Follow safety guidelines in the workplace
OJ007	Report unsafe practices to the appropriate personnel			
		EN	3	Manage personal health and wellness
		OCCUPATIONAL		
		OA		BASIC PLANT SCIENCE CONCEPTS AND SKILLS
AC001	Same Verbiage	OA	1	Understand scientific plant classification
AC002	Same Verbiage	OA	2	Compare the anatomical parts and distinguishing characteristics of plants
AC003	Same Verbiage	OA	3	Understand the reproductive processes of plants
AC004	Same Verbiage	OA	4	Analyze the process of plant growth and development
AC005	Same Verbiage	OA	5	Be aware of biotechnology and it's use in production agriculture
AC006	Same Verbiage	OA	6	Explain the use of applied genetics in plants
OB001	Same Verbiage	OA	7	Utilize appropriate variety selection techniques
OB002	Same Verbiage	OA	8	Demonstrate ability to read and utilize seed tag information
OB003	Same Verbiage	OA	9	Demonstrate acceptable agronomic practices (e.g., seeding rates, plant spacing, planting dates)
OB004	Same Verbiage	OA	10	Identify appropriate seed bed preparation techniques (e.g., no-till, conventional-till, rotations)
OB005	Same Verbiage	OA	11	Identify appropriate techniques for harvesting and storage of crops
OB006	Same Verbiage	OA	12	Understand plant growth requirements
		OB		INDUSTRY RESOURCES
OC001	Same Verbiage	OB	1	Apply use of related electronic technology (e.g., email, computer applications, GPS, precision farming)

OC003	Same Verbiage	OB	2	Interpret the input of local, state, national, and international economy to production agriculture
OC004	Same Verbiage	OB	3	Maintain awareness of current trends in production agriculture through industry associations, trade journals, and Internet resources
		OC		FARM BUSINESS MANAGEMENT PRACTICES
OD001	Same Verbiage	OC	1	Apply effective record keeping skills including financial records
EC003	Maintain inventory records			
OD002	Same Verbiage	OC	2	Demonstrate knowledge of budgeting and cash flow
OD003	Same Verbiage	OC	3	Understand requirements and sources of credit
OD004	Same Verbiage	OC	4	Understand procedures related to buying, leasing, and renting land and/or equipment
OD005	Same Verbiage	OC	5	Understand issues related to tax records and filing taxes
		OD		MARKETING AND SALES STRATEGIES
OE001	Same Verbiage	OD	1	Maintain an awareness of world trade issues (e.g., GMO's, drought, trade agreements)
OE002	Same Verbiage	OD	2	Maintain an awareness of strategies relating to futures, forward cash contracts, and storage
OE003	Same Verbiage	OD	3	Maintain an awareness of risk management practices such as crop insurance
OE004	Same Verbiage	OD	4	Explore marketing resources (e.g., marketing clubs, extension programs, brokers, consultants)
OE005	Same Verbiage	OD	5	Demonstrate knowledge of specialty agriculture markets (e.g. tobacco, aquaculture)
OE006	Same Verbiage	OD	6	Develop and interpret marketing plans
		OE		AGRICULTURAL MATHEMATICS SKILLS
OF002	Same Verbiage	OE	1	Calculate break-even prices
OF006	Same Verbiage	OE	2	Determine material supplies
OF007	Same Verbiage	OE	3	Calculate area and volume measurements (e.g., acreage, storage, stocking)
OF008	Analyze rations (fertilizers)	OE	4	Calculate fertilizer analysis
		OF		EFFECTIVE LABOR MANAGEMENT TECHNIQUES
OG002	Same Verbiage	OF	1	Demonstrate an understanding of the issues related to utilizing immigrant labor
		OG		MONITOR AND CONTROL HEALTH, DISEASES, AND PESTS
OH001	Same Verbiage	OG	1	Demonstrate effective pest management practices
OH002	Same Verbiage	OG	2	Recognize common plant diseases
OH003	Same Verbiage	OG	3	Apply appropriate prevention techniques and treatments of plant diseases
OH004	Same Verbiage	OG	4	Utilize understanding of plant nutrition in the management and prevention of diseases
OH005	Same Verbiage	OG	5	Utilize understanding of varieties and breeds in the management and prevention of diseases
OH006	Same Verbiage	OG	6	Understand agriculture's relationship and responsibility to guarantee a safe food supply and a healthy environment
		OH		APPROPRIATE PRODUCTION TECHNIQUES
OI002	Same Verbiage	OH	1	Utilize appropriate production techniques for crops (e.g., corn, soybeans, tobacco, forage)

		OI		MANAGEMENT SAFETY PRACTICES
OJ001	Same Verbiage	OI	1	Follow anti-theft and security procedures
OJ003	Same Verbiage	OI	2	Identify hazardous substances in the workplace
OJ004	Same Verbiage	OI	3	Identify immediate and real cost of an accident
		OJ		GOVERNMENT AND LEGAL ISSUES
OK001	Same Verbiage	OJ	1	Demonstrate an understanding of state and federal agricultural legislation such as a farm bill
OK002	Same Verbiage	OJ	2	Demonstrate an understanding of agricultural law (e.g., border disputes, incorporation, liability issues, injury claims, attractive nuisance, farming in populated areas)
OK003	Same Verbiage	OJ	3	Identify related government agencies, their functions and their programs, as they relate to the farm
		OK		INDUSTRY-RELATED TERMINOLOGY AND IDENTIFICATION SYSTEMS
OL001	Same Verbiage	OK	1	Identify common agronomic plants, grains, feeds, and seeds
OL002	Same Verbiage	OK	2	Identify weeds and other crop pests
OL003	Same Verbiage	OK	3	Use appropriate agricultural terminology
		OL		AGRICULTURAL STRUCTURES AND FACILITIES
OM001	Same Verbiage	OL	1	Identify needs of crop and equipment storage
OM002	Same Verbiage	OL	2	Calculate and analyze cost of storage
OM003	Same Verbiage	OL	3	Demonstrate the ability to safely operate basic agriculture equipment
		OM		BEST MANAGEMENT PRACTICES AS RELATES TO AGRICULTURAL ENVIRONMENTAL ISSUES
ON001	Same Verbiage	OM	1	Utilize appropriate soil conservation practices
ON002	Same Verbiage	OM	2	Identify and apply appropriate water conservation practices
ON003	Same Verbiage	OM	3	Analyze and enhance soil fertility
ON004	Same Verbiage	OM	4	Assess fertilizer and pesticide applications